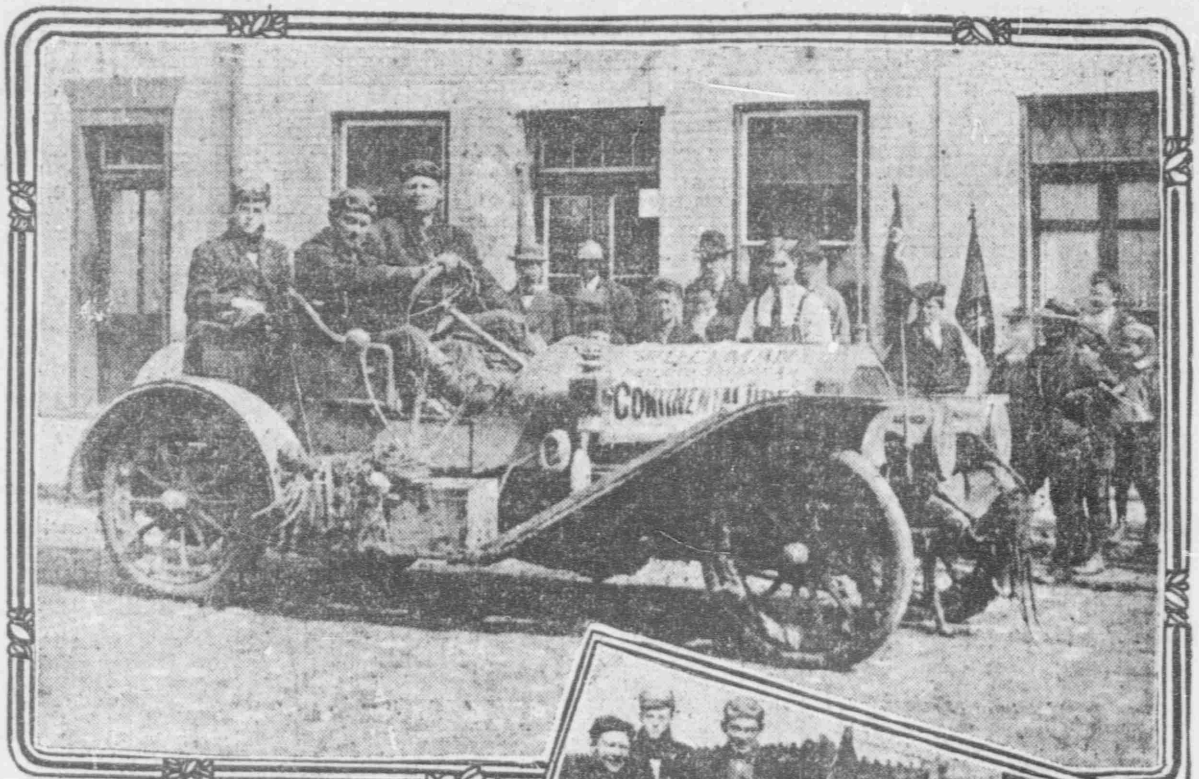


## RACERS AFTER HARD DAY'S RUN OVER ROUGH VIRGINIA BYWAYS



The Pullman Car in the Philadelphia to Savannah Endurance Run After Floundering Through Virginia Mud. Those in Car—Robert L. Martin, Driving, P. F. Gillette, Assistant; G. W. Dailey, Observer.

## FOREIGN MAKERS FACE A CRISIS

Low Priced Cars Replacing Elaborate High Powered Machines.

A crisis in the foreign automobile industry has been predicted for some time by those who have watched closely the development of the automobile industry abroad, and who are familiar with the conditions under which and for which the leading types of continental motor-cars are being built.

Among those who have predicted a speedy revolution in foreign methods and standards of construction is V. E. Minich, assistant manager of the H. H. Franklin Manufacturing Company. "It has for some time been apparent, even to the most casual observer," said Mr. Minich, "that in many respects foreign designers and makers were on the wrong track. The industry owes much to their initiative and inventive genius. They have led the way in many of the important phases of automobile construction. But they have misinterpreted the popular demand, or failed to gauge properly its size.

**Reduced Prices.** "Reports which we have received from abroad, including some from the United States consul at Lucerne, indicate that a crisis in the continental industry is imminent. Prices will be much lower, not only for cheaper types of machines, but for the high-priced, luxurious models, of which there is a wholesale overproduction. This over-production, due to a mistaken estimate of the demand for large, fast and luxurious automobiles, and the enormous cost of maintenance, have greatly reduced the prices of high-grade machines throughout Europe. One has only to look at the foreign cars in the New York to Paris race to realize what this cost of maintenance, if only for tires and for fuel to move them, must be.

**American Cars Lighter.** "The expense of upkeep of powerful motors is one of the chief causes of rich people weary of meeting the expenses incident to maintaining a heavy automobile in constant use. People are learning the lesson that speed costs money, especially speed with weight. Autos are no longer a novelty, and even the enthusiast is beginning to appreciate the fact that speed is not the only desirable feature of motoring.

"The American manufacturers and exporters of automobiles will benefit by the crisis in the trade in Europe, when it comes, for the reason that, as a rule, the American machine is lighter, and is built along lines better suited to the demands of the future than are the majority of European autos. And as compared with the prices of Continental motor-cars, the American machines are cheaper, which recommends them strongly to the popular trade.

"As in the case of the bicycle, the automobile is passing through a peculiar evolution of trade, the result of which will be radical changes in conditions and consequent reduction in prices. The auto has passed the faddist's stage and entered the common-sense, practical basis of competitive business, in which the United States will soon become the leader, because of superior facilities for mechanical production."

FOR quick delivery it is much cheaper and more satisfactory than a horse and wagon. Will be pleased to demonstrate to any prospective purchaser. Agent Reading Standard, and Marsh Metz Motorcycles.

**T. N. MUDD, Jr.**  
1319 New York Avenue N. W.

## NEW BOULEVARD BEST IN SOUTH, SAYS VISITOR

Baltimore Agent Declares Road Will Reduce Time Washington to Two Hours.

Twenty-nine New Names Approved at Special Meeting of Washington Auto Club.

That the Washington-Baltimore boulevard will afford motorists unusual opportunities for speeding, and that it will be completed in time for the summer touring season, is the opinion of W. P. Shuler, Baltimore agent for the Mitchell cars, who drove over the new highway last week in a 35-horsepower Mitchell touring car.

"The road will be one of the finest in the country, and will surely have something on everything of its kind in this section," he said. "At present I should say it is about two-thirds completed, although it is hard to say exactly since the uncompleted parts are in stretches of a mile or less all along the route. Even on these portions the macadam has been laid, and all that remains is to place the top section.

"I made the run over in two hours and fifteen minutes, and upon the completion of the boulevard the time should be reduced to two hours with ease. All the grading has been done, and the cuts in the sudden hills which marred this route before have been done away with. Altogether, it is an ideal stretch of road, and does credit to the enterprise of the Maryland and District motorists who were instrumental in making possible its construction."

James J. Flynn, of the Washington Mitchell Garage, was a visitor to Baltimore last week. He went over in a Mitchell runabout. Going over he took the longer route, by way of Ashton and Elliott City, and returned by way of Laurel and Bladensburg. He experienced no trouble, although the mud and sand at times made the going difficult.

At a brief business meeting of the Washington Automobile Club yesterday, nineteen new names were passed upon, making the membership of the club 175.

Secretary LeRoy Mark stated that the good effects of the membership campaign are not over, although the contest has been brought to an end.

"The results of the effort bettered our best expectations," said Secretary Mark, "and the summer will be an eye-opener for the Washington motoring public. Ask President Caverly about the particulars, he is just boiling over with them, but take it from me that we are going to embark on a good roads campaign that will be as successful as our plan to get members. This is a great field, and all it needs is stirring up to work a number of reforms for our mutual benefit. And the Auto Club is right on the job from now on."

Judge Ashley M. Gould, of the District Supreme Court, has placed his order for a new Model S Ford Roadster. The machine will be delivered to the jurist within a few days.

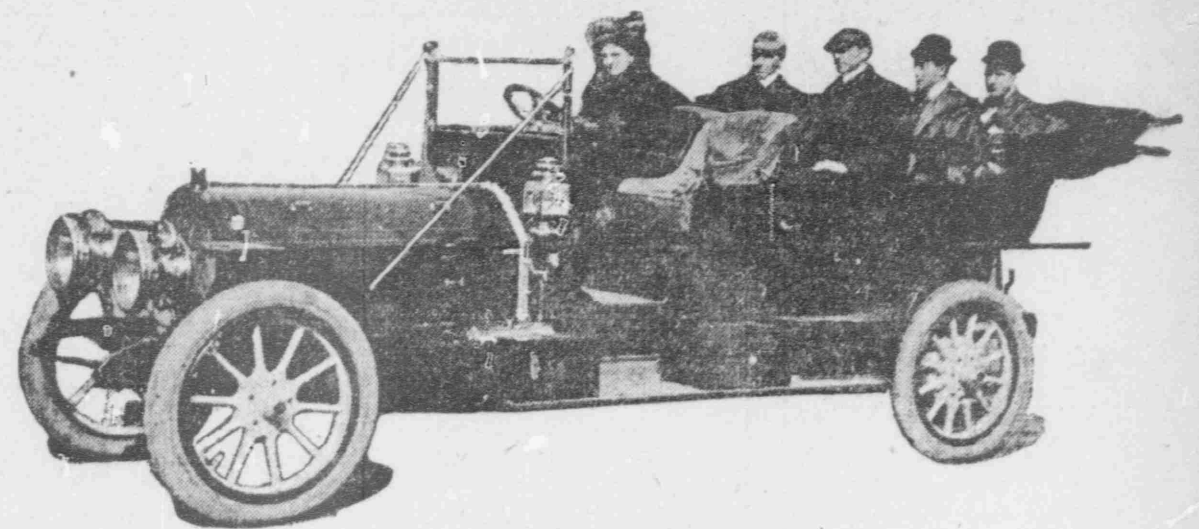
F. S. Durston entered the ranks of the motor cyclists the past week, ordering an Indian from the Ford agency. Mr. Durston is employed at the Agricultural Department.

W. W. Matchett, of 1377 Fourteenth street northwest, has purchased a late model Indian motorcycle from the Ford agency.

Dr. E. Y. Davidson, of 512 East Capitol street, and Dr. A. H. Taylor, of 1534 U street northwest, were two Washington physicians who purchased Model S Ford runabouts last week.

To Great Falls and return by way of Rockville was the itinerary of a party of motorcyclists who took advantage of the ideal weather last Sunday for a run. The roads along the route taken by

## Another Actress Whose Fad Is Motoring At the Wheel of a Big Thomas Flyer



MISS ELSIE JANIS, In Her Thomas Flyer. In the Party With Miss Janis Are Messrs. Oliver Harriman, Frank and Maurice Roach (the Famous Roach Twins, of Boston), and Oliver Belmont, Jr.

the cyclists were in better condition than at any time since the winter set in.

Those who made the trip were George Bell, Thor; T. N. Mudd, Jr., Reading-Standard; Jack Spaulding, Reading-Standard; J. T. Ryan, Harley-Davidson; R. Gettlinger, Indian.

R. T. Griffin, of Reading, Pa., spent a few days in Washington last week in the interests of the Reading-Standard motorcycles. He made his headquarters at the T. N. Mudd agency, on New York avenue.

A Reading-Standard delivery is being tried by local merchants, and if satisfactory it is expected it will be widely adopted here for light delivery service. The demonstration model, which arrived last week, is the first to be delivered in the East. They have become popular in Western cities for commercial purposes.

The Cooke and Stoddard Company report that last week was a busy one with them. Besides numerous sales four cars were delivered. On Monday a Baker-Victoria was delivered to Barber & Ross, and a six-cylinder Franklin touring car went to Joseph Falconer, of Thirtieth street northwest. R. K. Tyler received the Model G four-cylinder Franklin touring car, which he ordered about ten days ago and a four-cylinder Franklin runabout was delivered to William H. Bullinger.

The taxicab has come to stay and tomorrow twenty new machines will roll into the Central Garage, the distributing point for the taxicabs in Washington.

Seven are already here, and were put in regular use Friday afternoon, and have been kept busy since. The major portion of the consignment, however, was delayed in transit, and the arrival of the twenty additional machines tomorrow is awaited with interest by those who are attempting to supply all demands with the seven now in use.

The innovation seems to have made a Washington hit, and the taxicabs are being used for all kinds of business and pleasure expeditions.

John R. Maden purchased a two-cylinder Jackson last week from William Gehlke.

**SAVANNAH STILL BIDS FOR VANDERBILT RACE**

Word reached New York yesterday that the members of the Savannah Automobile Club have great hope that the 1908 race for the Vanderbilt Cup will be run on a course near their city.

The officers of the American Automobile Association who went to the Georgia city for the stock car races on Wednesday and Thursday of this week were outspoken in their praise of the work done by the Savannah clubmen in preparing for this week's events, and some of them went so far as to practically promise to vote for the Savannah course in case a properly guarded circuit cannot be secured in the vicinity of New York.

The Savannah men have promised to provide a good thirty-mile circuit if one is needed. The members of the Savannah Automobile Club seem to think the middle of November the best time to run the race.

## A. A. A. DISCLAIMS HOSTILITY TO CLUB

NEW YORK, March 21.—The board of governors of the Automobile Club of America were surprised to read in the public press the statement attributed to President Hotchkiss, of the American Automobile Association, that he "welcomes the withdrawal of the Automobile Club of America" from the organization of which he is president, and "hails the issue."

This statement, coming from a man of President Hotchkiss' judicial attainments, is the more surprising, because the Automobile Club of America is not aware that any "issue" exists.

**Move Effective.** The club withdraws from the affiliation with the American Automobile Association for the purpose of more effectively carrying on its numerous activities not only for the benefit of its own members in all parts of the country, but also for motorists generally.

The question of "raising the dues" was not known to the board when it decided to withdraw, and so had no bearing on the decision.

The Automobile Club of America, the first club formed in America and immediately constituted the sole recognized American representative of all the foreign automobile clubs, which it still is, fought and won the early battles for motorists in this country, and needs no apology for its name.

**Credit Due A. C. A.** To these early struggles the American motorist today is largely indebted for the rights which he now enjoys on the public highway, in the parks, and on the ferries.

The Automobile Club of America has always believed in fostering interclub relationship by interchange of club privileges. It wishes the American Automobile Association every success in all its endeavors that make for the good of the sport of motoring, and will at all times be glad to render such assistance to this end as may be within its power.

**THIS NEVER HAPPENED.** "Will you please drive off the track?" asked the motorman. The truck driver promptly reined to one side.

"Thank you ever so much," added the motorman, with a smile. "You're very welcome," responded the truck driver, "but you must pardon my seeming carelessness. I had no idea your car was so near."—Philadelphia Ledger.

**Thomas & Tolman Automobile Co.**  
1828 L STREET N. W.

**Pullman  
Maryland  
Maxwell**

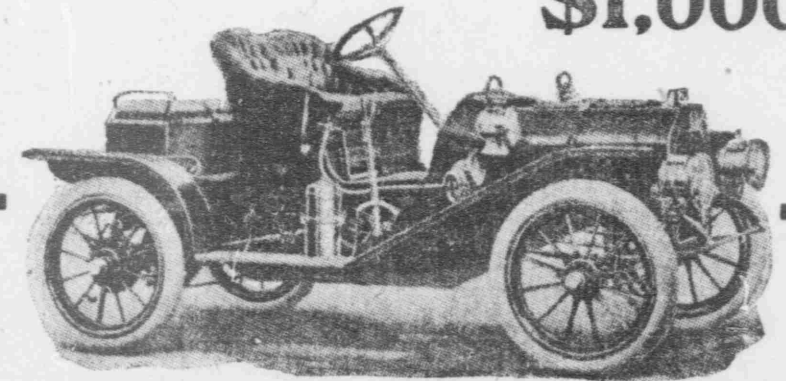
"1908 MODELS"  
Now on Exhibition at Our Garage

**Pullman Wins**

"The Pullman wins by an excellent lead" is the result of the recent race between that car and the Studebaker from Philadelphia, Pa., to Savannah, Ga.

Have you seen the 4-cylinder Pullman  
Touring Car at \$1,875?  
It's Worth Your While

**REO**  
\$1,000



**Reo Gentleman's Roadster**—The Dollar a Pound Car

4-cylinder, 20-horsepower, double-rumble seat, carries four passengers; neat, stylish, speedy, comfortable, and durable. Weighs 1,000 pounds. Price, \$1,000.

**What's Beneath It?** When a \$1,250 car goes out, as the Reo did on Pasadena Hill, and beats two \$4,000 cars, two at \$3,000 each, five at \$2,500, and five at \$2,000—when it climbs a 10 to 20 per cent grade at 40 miles an hour and wins the silver cup from five competitors, as the Reo did on Sport Hill, Conn.—and when, as in the terrific New York to Albany endurance try-out, among 27 starters and only 16 survivors, it is one of the first five to finish—all bigger and costlier cars—then its claims must surely be founded on **Bed-Rock Merit**

**Lester D. Moore, Jr.,** New Location  
814 14th St. N. W.

## BRIARCLIFF RACE STOCK CAR TEST

There is certainly a difference with a distinction between the Vanderbilt Cup race and the Briarcliff Cup race, and this distinctive difference should be clearly noted, because the reading public and even the motorists themselves have not had the matter clearly emphasized to them.

The Vanderbilt Cup race like the Bennett race and the Grand Prix, was interesting because it showed the possibilities of engineering construction as applied to racing cars. The theory being that the makers who could build good racing cars, would use the experience thus clearly gained, in constructing touring cars for every day road use.

In the Briarcliff race, to be held next April, over the Westchester course, and which is as accessible from New York as the Vanderbilt course, the cars are limited to the use of stock chassis only, racing cars being debarred from the race. Hence, the importance of the Briarcliff race to the industry at large, and to the purchasers and users of automobiles. Nobody expects, of course, that any of the cars will in any way approach the marvelous world's record of the Flat Cyclone of seventy-seven miles an hour for 300 miles at Ormond.

But everybody does expect that some wonderful touring car records will be made over the Westchester course, winding, rolling, and tortuous as it is. Because the course will serve to bring out the best endurance and running elements of the cars themselves and show the skill of the drivers as well.

American makers have come very bravely to the front with their entries in this great race, but they will find against them a strenuous and large contingent of foreign cars.

While we have no really great American drivers, we have been breeding some real good American drivers—good enough and skillful enough to make Cedrino, the great Italian driver, hustle with his Fiat, as well as some of the other great foreign drivers.

**Dewey Garage**  
Automobiles stored with us receive careful attention from competent mechanics

ALL repair work done under personal supervision and special care is given high-class cars.

Touring Car in first-class running order for sale at a bargain  
**1319 L Street N. W.**  
Phone North 4350.

## Hickory Supply Closely Watched By Auto Makers

Reports Frequent of Discovery of Substitutes Abroad.

Automobile and carriage manufacturers, along with the men of the allied vehicle industries, are giving very serious consideration to the question of the future supply of hickory timber. This wood, which is one of the most important of all woods, since no satisfactory substitute for it has been found, plays a more important part among the commercial timbers than many people realize.

For automobile and carriage wheels, where strength, toughness, and resiliency are essential qualities, no other wood has been found in this country that will take the place of hickory. Manufacturers say that no steel or wire spoke has yet been found that will withstand the wear and tear of the hickory spoke, and for this reason the welfare of the vehicle industry seems dependent upon the conservation of the hickory supply.

Reports are made from time to time of the discovery of suitable substitutes for hickory in foreign countries. The two woods which come nearest to having the quality of the hickory seem to be one of the eucalyptus and the crow-foot elm, both of Australia. Only time will tell whether these woods will prove satisfactory substitutes.

In the meanwhile, American hickory users will be obliged to conserve the present supply and take steps to guarantee a future supply by encouraging private planting of the tree, whose wood is becoming more precious each year.

**Automobile Season Opens**  
THE DAYS OF PLEASURE IN AN AUTOMOBILE ARE HERE, AND WE INVITE YOU TO VISIT OUR SHOW ROOMS, WHERE YOU WILL FIND OUR FINEST OVERCROWDED WITH CONSIGNED CARS FROM THE LOWEST PRICE RUNABOUT TO THE LARGEST TOURING CAR. IF YOU ARE THINKING OF BUYING AN AUTOMOBILE IS IT NOT FAR BETTER TO PURCHASE A HIGH GRADE SECOND-HAND CAR, PROPERLY SELECTED AND IN A-1 CONDITION, THAN A CHEAP NEW ONE FOR THE SAME MONEY.

**SIX CAR LOADS OF AUTOS TO ARRIVE TOMORROW.**  
BEFORE BUYING TAKE IN CONSIDERATION THAT ALL OUR CARS MUST BE IN FIRST-CLASS RUNNING ORDER OR THERE IS NO SALE. READ THE LIST BELOW AND YOU WILL SURELY FIND WHAT YOU WANT, IF NOT SEND FOR BARGAIN LIST.

1907 Ford Runabout, with top; make offer.  
1907 Maxwell Touring Car, with top, \$500.  
1907 Cadillac Touring Car, with top, \$500.  
1907 Wayne Runabout, with top, \$350.  
1906 Wheel steer autocar runabout, \$500.  
1906 National Roadster, with rumble seat, \$600.  
1906 Oldsmobile Roadster, \$350.  
1906 Winton Touring Car, 4-cylinder, \$500.  
1906 Dolsen Touring Car, with top, like new.  
1907 Dragon Touring Car, at a snap, \$750.  
1906 Model K Winton, make offer.  
1906 Leocomobile Touring Car, like new, \$750.  
1906 Cadillac Runabout, with top, \$375.  
1906 Panhard Touring Car, \$1,000.  
1906 Thomas Flyer, with top, \$600.  
1906 Soules Delivery Wagon, at a bargain, \$500.  
1906 Autocar Runabout, in extra good shape, \$350.  
1904 Autocar Runabout, \$150.  
1906 Rambler Touring Car, \$300.  
1906 Oldsmobile Touring Car, well equipped, \$500.  
1906 Maxwell Runabout, make offer.  
1904 Oldsmobile Runabout, in good shape, \$100.  
Type S Autocar Touring Car, \$250.  
1905 Cadillac Touring Car, \$250. (Inv.)

**DO YOU KNOW HOW TO DRIVE AND CARE FOR YOUR CAR?**  
Our school for beginners is now open, and our regular spring class is forming rapidly. Better be one of them—our choice for the course is \$25, which entitles you to a thorough knowledge of your car and "how to care for it." Private instruction to ladies.

**Nickerson Automobile Exchange**  
Phone Main 5971 309½ 14th St., N. W.